

WHOLE WORLD LOOKS TO AMERICA FOR MOTOR CARS

Automobiles and Parts Valued at \$232,252,376 Shipped Abroad in a Year.

BRITAIN LEADS IN IMPORTS

Canada Is Second in Both Commercial and Passenger Types. Scandinavian Countries Also Are Heavy Purchasers.

(By Associated Press.) WASHINGTON, Sept. 4.—The whole world seems to be looking to the United States for its supply of motor cars. The department of commerce for the fiscal year 1920, just ended, shows that automobiles and parts of automobiles valued at \$232,252,376 were shipped from this country. This was nearly nine times the total value of such exports before the war.

The number of commercial cars exported during the twelve months ending June 30, was 21,456, valued at \$11,421,064 as compared with 12,321 valued at \$3,233,195 in 1919. Passenger cars showed an even greater increase, the total being 519,519 valued at \$12,331,025 as compared with 41,291 valued at \$1,552,105 for the year before.

The United Kingdom led in the imports of both commercial and passenger cars, taking 4,553 of the former and 17,525 of the latter. Canada was second in the import of both types of cars, taking 2,443 commercial and 8,393 passenger vehicles. China imported 4,062 passenger cars and 1,525 commercial automobiles. Brazil was third behind Canada in the imports of passenger cars to the total of 6,199. Other countries which imported passenger cars were Argentina, 3,343, and New Zealand, 3,215.

The Scandinavian countries also were heavy purchasers of passenger automobiles. Norway taking 3,025 and Sweden 4,055. Spain purchased 2,741, Denmark, 2,371, China, 1,950, Uruguay, 2,754, Peru, 1,601, Mexico, 2,749, Philippine Islands, 2,441, and Chile, 619. France imported only 339 passenger vehicles, but it took 1,392 commercial cars. Japan also purchased 1,095 commercial trucks and Mexico, 1,017.

American motorcycles also continued in heavy demand, a total of 25,011 valued at \$2,555,622 being exported during the fiscal year.

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DEMAND FOR REOS NOT FALLING OFF, HE SAYS

A. F. Franklin States Reputed Slump in Auto Industry Hasn't Affected His Concern.

Reo Motor Car Company

The reputed slump in the automobile business has not affected the business of the Reo Motor Car Company, according to A. F. Franklin, of the Franklin Motor Company, local distributor, who says there is no indication it is likely to do so in the near future.

Mr. Franklin's statement reveals the surprising fact that during the present month—the month of August—the Reo Motor Car Company will have produced and sold more automobiles and speed-wagons than in any month since the war, while in volume of business measured in dollars—the month will far eclipse any month in the history of the company.

Still more significant, perhaps, is the fact that all indications point to another record-breaking month in September. Dealers' orders for cars and trucks for September deliveries are far in excess of the possible output of the Reo plant, and, consequently, there is every indication that the extent by which September sales exceed those of August will be limited only by the ability of the factory end of the enterprise to increase production.

"Very frequently in the past six weeks or two months I have been asked to venture an opinion as to the future—particularly the immediate future—of the automobile business. These inquiries have come from various sources, newspapers, periodicals, automobile journals and others who have been concerned over the apparent slowing down in the demand for automobiles. It is impossible for me to speak of the future of the automobile business as a whole. We are not selling as readily nor as easily as had been uniformly the case during the past two years. I do not know whether that is true or not. I can speak from personal knowledge only of the situation in which the Reo Motor Car Company finds itself at this time.

"That situation, as far as I am able to judge, either from our present business or our prospects for the immediate future, is excellent. August will have been the biggest month in the volume of business done in the history of this company. Only twice before in the fifteen years we have been in the business have we shipped more automobiles during

a single month than we shall have shipped this month—and on both of those earlier occasions the exceptional heavy shipments were made possible by an accumulation of stock during the winter months. At no time since the war have we produced or sold as many cars and speed-wagons as this month. We have not the slightest doubt that our sales this month could have been easily doubled if our production had permitted.

"Our distributors have sent us their September specifications during the past week, and, with those specifications before us, it is plain that we cannot hope to fill their requirements. Our distributors, with practically no exceptions, are asking for their full contract allotment of both cars and speed-wagons, and in many instances they are pleading for substantial increases. If September sales do not exceed those of August by a substantial margin, it will be only because we cannot increase our production as much as we should like to.

"Employ 5,000 Workers. "We have more employees on our pay roll now than at any previous time. Exclusive of our branches, which employ an additional five hundred, approximately—we have now 5,000 employees. I should not care to make any prediction as to what the future may hold. I may say, however, that we are highly gratified at the conditions which are reported by our distributors from all parts of the country, and are most optimistic concerning the future business. It is particularly gratifying, at a time when many of the automobile factories are said to be curtailing production and reducing their working forces because of lack of demand for their products, that the demand for Reos should remain so insistent that we are striving to maintain maximum production, working all departments full time and many of them overtime.

"The vital place which the motor car has taken in daily modern life has been impressed anew upon the people of this country by the recent interruptions and congestions of railroad transportation. The automobile and the motor truck have kept big plants going, rushing to the receiving depots the mountains of material which keep men profitably at work.

The automobile, beyond question, is a distinct advance in civilization. The automobile industry today ranks as second in volume of finished products. The motor car today carries more passengers than all the steam railroads in the United States. Motor trucks may soon be carrying more freight than all of the railroads.

"The gasolineless Sundays of 1915 and the coal famine of early 1919 showed that the 2,000,000 cars serving between 12,000,000 and 15,000,000 people saved more than 1,000,000,000 tons of coal a year," remarks Thomas D. Hunter, manager local branch. The use of automobiles and other gasoline engines by factories in the manufacture of power during the coal

strike of 1919 demonstrated the value of the motor car to keep the wheels of industry turning.

"Motor-car passenger transportation now more than doubles that of the railroad. Motor cars of the country perform, it is estimated, the carrying of 100,000,000 people 1,000 miles each year.

"The latest report of the Interstate Commerce Commission shows that the railroads last year carried a billion persons an average of forty-three and two-tenths miles. Reduced to the same mileage basis upon which motor transportation is figured, the railroad cars carried 100,000,000 persons only 432 miles, against 1,000 miles in motor cars. This is the solid foundation upon which the motor car industry is founded."

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Motor Car Travel Over Twice That of Transportation by Steam Roads.

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